

**Year-To-Date Shipment / Inventory Report
In Tons**

Marketing Month: 10		Crop: 2021
Carry in from previous year		5,000
Total Production		135,000
Gross Inventory		140,000
Domestic Consumption		(18,000)
Export Shipments		(82,000)
Export Adjustments/Losses*		(15,000)
Total Consumption		(115,000)
Ending Inventory		25,000

*Export Adjustments/Losses related to shelling and peeling process of kernels and green kernels.

Source: Export Shipments based on IRI Customs Administration data. All other figures are IPA estimates.

**Monthly and YTD Export Shipments Compared
to Last 4 Years- In Tons**

Marketing Month: 10		Crop: 2021
Crop	Monthly	YTD
2021	2,858	82,462
2020	10,415	184,746
2019	13,164	119,951
2018	4,972	38,406

Market Analysis

- Iran's year to date export volume is 28% less than the average figure for the same period of the past 4 years. The remaining inventory at the end of the current marketing month stands at 18% of this year's total marketable opening inventory of 140,000 MT.
- Sell offers in origin have started to pick up with the announcement of 2022 crop forecast, gradual advent of the new crop, and difficulty in keeping the remaining inventory during the hot summer season.
- Worldwide demand for Iranian natural pistachio kernel has been very strong due to its exquisite quality and price competitiveness. Kernels and green kernels amount to 15% of this year's total tonnage of YTD pistachio export shipments at the end of the 10th marketing month as compared to 10% for the same period last year. Given the limited supply of kernels from other sources, we expect this trend to continue in the near future.
- IPA's pre-harvest forecast for the 2022 crop is 115,000 tons of dried in-shell pistachios. Based on IPA estimates, the new crop consists of about 50% Ahmad Aghaei (including all non-Akbari long varieties), 15% Akbari, 25% Fandoghi (Round) and 10% Jumbo.
- The harvest seems to start at least 10 days sooner than normal.

Monthly and YTD Export Shipments - Product / Destination Breakdown in Tons

Marketing Month: 10											Crop: 2021	
Destination	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Far East	38	14,369	25	5,101	5	171	-	36	-	1	67	19,679
CIS	1,203	15,988	-	-	27	200	1	28	-	203	1,231	16,419
Indian Subcontinent	267	11,207	-	-	205	2,386	-	21	-	213	472	13,827
Re-Export Markets	239	6,344	-	1,030	107	2,572	8	324	-	37	353	10,306
EU15	213	4,542	-	1,150	91	3,334	92	1,091	-	10	395	10,126
Middle East	300	7,459	-	32	14	2,031	7	97	-	89	321	9,709
Other Europe	10	1,158	-	-	-	72	1	3	-	48	11	1,280
North America	5	321	-	-	-	253	-	3	-	41	5	619
North Africa	3	215	-	-	-	16	-	-	-	-	3	231
South America	-	72	-	-	-	84	-	-	-	-	-	156
Other	-	67	-	-	-	43	-	2	-	0	-	112
Total	2,277	61,741	25	7,313	448	11,162	108	1,605	-	642	2,858	82,462

Compiled by: IPA based on IRI Customs Administration raw data

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Marketing Month: 10											Crop: 2021	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Far East												
China	26	13,761	25	5,101	2	58	-	19	-	1	53	18,941
Hong Kong	-	0	-	-	0	6	-	5	-	-	0	10
Indonesia	-	-	-	-	-	6	-	-	-	-	-	6
Japan	-	0	-	-	-	44	-	11	-	-	-	55
Korea	-	1	-	-	-	7	-	-	-	-	-	8
Macao	-	-	-	-	-	-	-	-	-	-	-	-
Malaysia	-	142	-	-	-	18	-	-	-	-	-	160
Philippines	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	12	265	-	-	-	21	-	0	-	-	12	286
Taiwan	-	200	-	-	-	0	-	1	-	-	-	201
Thailand	-	1	-	-	3	11	-	-	-	-	3	11
Vietnam	-	0	-	-	-	-	-	-	-	-	-	0
Far East - Total	38	14,369	25	5,101	5	171	-	36	-	1	67	19,679
Far East - %	2%	23%	0%	70%	0%	0%	0%	0%	0%	0%	2%	24%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Marketing Month: 10											Crop: 2021	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
EU15												
Austria	-	1	-	-	-	-	-	0	-	-	-	2
Belgium	-	13	-	-	-	111	18	141	-	-	18	264
Denmark	-	-	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-	-	-
France	-	20	-	-	-	19	19	141	-	-	19	180
Germany	117	3,422	-	-	91	2,287	32	764	-	2	240	6,475
Greece	-	-	-	44	-	-	-	-	-	-	-	44
Ireland	-	-	-	-	-	-	-	-	-	-	-	-
Italy	-	279	-	1,106	-	877	22	42	-	7	22	2,310
Luxembourg	-	-	-	-	-	-	-	-	-	-	-	-
Netherland	-	1	-	-	-	-	-	0	-	-	-	1
Portugal	-	-	-	-	-	-	-	-	-	-	-	-
Spain	96	803	-	-	-	9	-	3	-	-	96	816
Sweden	-	2	-	-	-	-	-	-	-	-	-	2
UK	-	0	-	-	-	30	-	-	-	1	-	32
EEC	-	-	-	-	-	-	-	-	-	-	-	-
EU15 - Total	213	4,542	-	1,150	91	3,334	92	1,091	-	10	395	10,126
EU15 - %	9%	7%	0%	16%	0%	0%	0%	0%	0%	0%	14%	12%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Marketing Month: 10											Crop: 2021	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
<i>Middle East</i>												
Bahrain	10	69	-	-	-	2	-	2	-	-	10	72
Iraq	236	5,608	-	-	11	1,450	-	36	-	73	247	7,168
Jordan	-	415	-	-	-	41	-	-	-	-	-	456
Kuwait	10	493	-	-	-	160	-	1	-	1	10	655
Lebanon	8	397	-	32	2	264	-	-	-	5	10	697
Oman	-	42	-	-	-	-	-	8	-	-	-	49
Qatar	37	351	-	-	1	67	7	51	-	10	44	479
Saudi Arabia	-	-	-	-	-	-	-	-	-	-	-	-
Syria	-	84	-	-	-	48	-	-	-	-	-	132
Yemen	-	-	-	-	-	-	-	-	-	-	-	-
<i>Middle East - Total</i>	300	7,459	-	32	14	2,031	7	97	-	89	321	9,709
<i>Middle East - %</i>	13%	12%	0%	0%	0%	0%	0%	0%	0%	0%	11%	12%
<i>Re-Export Markets</i>												
Turkey	25	2,126	-	1,005	-	603	-	35	-	1	25	3,770
UAE	214	4,219	-	25	107	1,968	8	288	-	36	329	6,536
<i>REM - Total</i>	239	6,344	-	1,030	107	2,572	8	324	-	37	353	10,306
<i>REM - %</i>	10%	10%	0%	14%	0%	0%	0%	0%	0%	0%	12%	12%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Marketing Month: 10											Crop: 2021	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Indian Subcontinent												
Afghanistan	5	906	-	-	-	15	-	-	-	-	5	921
Bangladesh	-	-	-	-	-	-	-	-	-	-	-	-
India	113	5,318	-	-	187	2,255	-	21	-	25	300	7,620
Nepal	-	-	-	-	-	-	-	-	-	-	-	-
Pakistan	149	4,982	-	-	18	117	-	-	-	188	168	5,286
Sri Lanka	-	-	-	-	-	-	-	-	-	-	-	-
Indian Subcontinent - Total	267	11,207	-	-	205	2,386	-	21	-	213	472	13,827
Indian Subcontinent - %	12%	18%	0%	0%	0%	0%	0%	0%	0%	0%	17%	17%
CIS												
Armenia	45	1,255	-	-	3	12	-	0	-	25	48	1,293
Azerbaijan	-	122	-	-	-	-	-	0	-	5	-	127
Georgia	-	186	-	-	-	1	-	-	-	-	-	186
Kazakhstan	41	1,153	-	-	-	5	1	16	-	22	41	1,195
Kyrgyzstan	205	4,765	-	-	-	22	-	-	-	150	205	4,938
Russia	773	6,399	-	-	24	160	-	12	-	-	797	6,572
Tajikistan	72	382	-	-	-	-	-	-	-	-	72	382
Turkmenistan	-	34	-	-	-	-	-	-	-	-	-	34
Uzbekistan	67	1,691	-	-	-	-	-	-	-	-	67	1,691
CIS - Total	1,203	15,988	-	-	27	200	1	28	-	203	1,231	16,419
CIS - %	53%	26%	0%	0%	0%	0%	0%	0%	0%	0%	43%	20%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Marketing Month: 10											Crop: 2021	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Other Europe												
Albania	-	27	-	-	-	-	-	-	-	-	-	27
Belarus	-	216	-	-	-	-	-	-	-	-	-	216
Bosnia	-	-	-	-	-	-	-	-	-	-	-	-
Bulgaria	-	22	-	-	-	-	-	-	-	-	-	22
Croatia	-	-	-	-	-	-	-	-	-	-	-	-
Cyprus	-	-	-	-	-	-	-	-	-	-	-	-
Czech Republic	-	-	-	-	-	-	-	-	-	-	-	-
Estonia	-	-	-	-	-	-	-	-	-	-	-	-
Hungry	-	-	-	-	-	-	-	-	-	-	-	-
Iceland	-	-	-	-	-	-	-	-	-	-	-	-
Kosovo	-	-	-	-	-	-	-	-	-	-	-	-
Latvia	-	-	-	-	-	-	-	-	-	-	-	-
Lithuania	-	20	-	-	-	-	-	-	-	-	-	20
Macedonia	-	59	-	-	-	-	-	-	-	-	-	59
Malta	-	-	-	-	-	-	-	-	-	-	-	-
Moldova	-	3	-	-	-	-	-	-	-	5	-	8

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Marketing Month: 10											Crop: 2021	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Montenegro	-	-	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-	-	-
Poland	-	112	-	-	-	29	-	-	-	-	-	140
Romania	-	-	-	-	-	-	-	-	-	-	-	-
Serbia	-	131	-	-	-	7	-	-	-	-	-	138
Slovakia	-	69	-	-	-	17	-	-	-	-	-	86
Slovenia	-	-	-	-	-	-	-	-	-	-	-	-
Switzerland	-	16	-	-	-	1	1	3	-	-	1	19
Ukraine	10	483	-	-	-	18	-	-	-	43	10	544
Other Europe - Total	10	1,158	-	-	-	72	1	3	-	48	11	1,280
Other Europe - %	0%	2%	0%	0%	0%	0%	0%	0%	0%	0%	0%	2%
North America												
Canada	5	321	-	-	-	253	-	3	-	41	5	619
Mexico	-	0	-	-	-	-	-	-	-	-	-	0
USA	-	-	-	-	-	-	-	-	-	-	-	-
North America - Total	5	321	-	-	-	253	-	3	-	41	5	619
North America - %	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Marketing Month: 10											Crop: 2021	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
South America												
Brazil	-	72	-	-	-	84	-	-	-	-	-	156
Chile	-	-	-	-	-	-	-	-	-	-	-	-
Argentina	-	-	-	-	-	-	-	-	-	-	-	-
Colombia	-	-	-	-	-	-	-	-	-	-	-	-
Ecuador	-	-	-	-	-	-	-	-	-	-	-	-
Paraguay	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela	-	-	-	-	-	-	-	-	-	-	-	-
South America - Total	-	72	-	-	-	84	-	-	-	-	-	156
South America - %	0%	0%	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%
North Africa												
Algeria	-	-	-	-	-	-	-	-	-	-	-	-
Egypt	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Libya	3	215	-	-	-	16	-	-	-	-	3	231
Morocco	-	-	-	-	-	-	-	-	-	-	-	-
Nigeria	-	-	-	-	-	-	-	-	-	-	-	-
Sudan	-	-	-	-	-	-	-	-	-	-	-	-
Tunisia	-	-	-	-	-	-	-	-	-	-	-	-
North Africa - Total	3	215	-	-	-	16	-	-	-	-	3	231
North Africa - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Monthly and YTD Export Shipments - Product / Country Breakdown in Tons

Marketing Month: 10											Crop: 2021	
Country	Open In-Shell		Closed Shell		Kernel		GPPK & Split K.		Others		Total	
	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD	Monthly	YTD
Other												
Australia	-	65	-	-	-	41	-	2	-	-	-	108
Dominican Republic	-	-	-	-	-	-	-	-	-	-	-	-
Kenya	-	1	-	-	-	-	-	-	-	-	-	1
Liberia	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
New Zealand	-	-	-	-	-	-	-	-	-	-	-	-
Nicaragua	-	-	-	-	-	-	-	-	-	-	-	-
Other_1	-	1	-	-	-	2	-	-	-	0	-	3
Other_2	-	-	-	-	-	-	-	-	-	-	-	-
Other_3	-	-	-	-	-	-	-	-	-	-	-	-
Other_4	-	-	-	-	-	-	-	-	-	-	-	-
Panama	-	-	-	-	-	-	-	-	-	-	-	-
Senegal	-	-	-	-	-	-	-	-	-	-	-	-
South Africa	-	-	-	-	-	-	-	-	-	-	-	-
Tanzania	-	-	-	-	-	-	-	-	-	-	-	-
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
Other - Total	-	67	-	-	-	43	-	2	-	0	-	112
Other - %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Iranian Export	2,277	61,741	25	7,313	448	11,162	108	1,605	-	642	2,858	82,462

Compiled by: IPA based on IRI Customs Administration raw data